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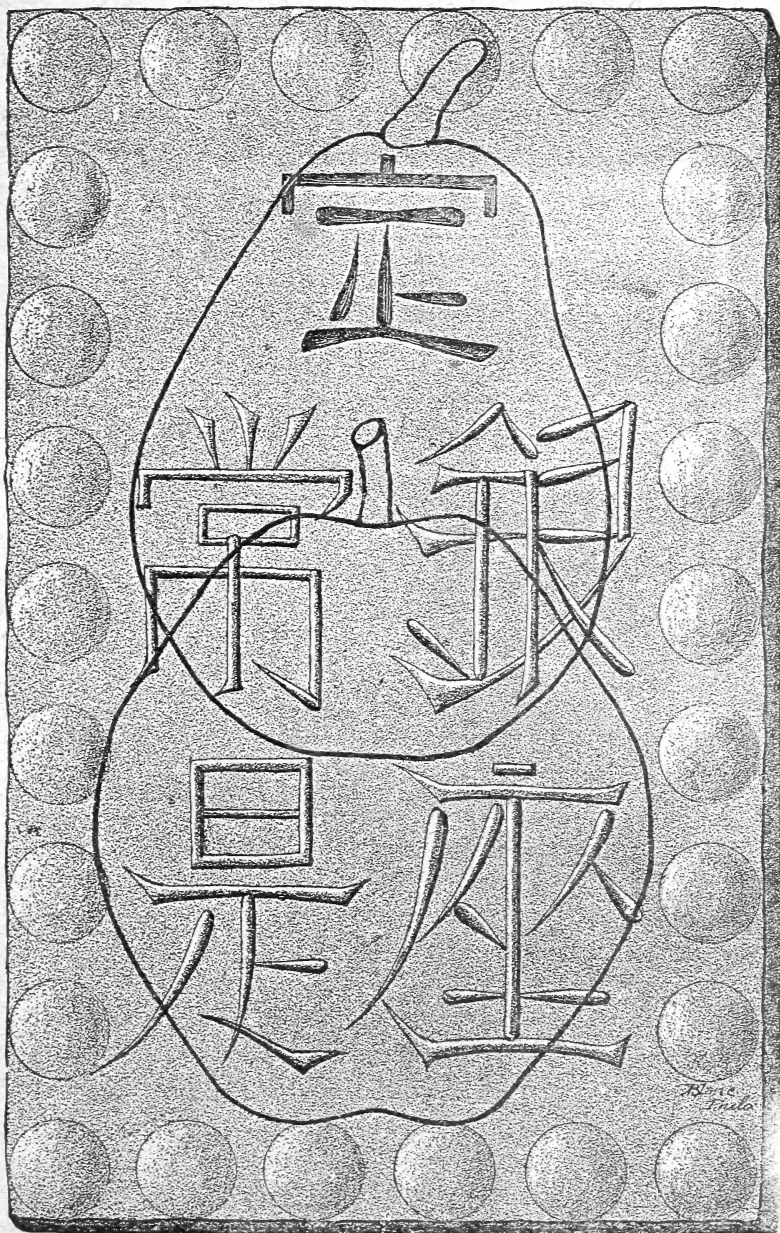
THE PRACTICAL NURSERYMAN

and Horticultural Advertiser.

Vol. 6.

CHICAGO, ILL., NOVEMBER 15, 1898.

No. 11



To Nurserymen, Florists and Seedsman.

THE PRACTICAL NURSERYMAN

—AND—
HORTICULTURAL ADVERTISER.W. F. HEIKES, Editor and Manager.
1308-1310 Unity Building, Chicago, Ill.

Issued monthly on the 15th. Sent only to those in the trade. We do not solicit subscriptions. If you value THE PRACTICAL NURSERYMAN, please accept it with our compliments. Our circulation covers a list of over 2,300 selected names of customers and correspondents, made up through many years of active wholesale business. Every name represents a buyer of nursery stock, and this list contains only the names of those who buy at wholesale.

Advertisements 10c. a line agate; \$20.00 a page; one-half page \$10.00; one-fourth page \$5.00. Advertisements must be received one week before the day of publication. Orders for advertising amounting to less than \$5.00 will not be accepted. Discounts: 3 times 5 per cent.; 6 times 10 per cent.; 12 times 25 per cent.

The circulation of this Journal will be confined strictly to Nurserymen, Florists and Seedsmen, and only invited advertisements of articles pertaining specially to these trades will be inserted.

W. T. HOOD & CO.,
Old Dominion Nurseries,
350 ACRES,
RICHMOND, VA.

Offers to the trade Fall of 1898 as fine a stock as can be grown free from disease, which they are prepared to handle quickly and with the best care.

Apple, Peach, Standard Pear and general line of nursery stock. Japan Pear Stock. Natural Peach Pits, crop 1897.

Wanted to sell to a practical nurseryman, one third or one-half interest in OLD DOMINION NURSERIES. (8812)

Louisiana Star Nursery

PLAIN DEALING, LA.

Growers of a general line of Nursery Stock, free from disease and insects. Our specialties are Japan Plums, and our new Peaches, Eureka, the best second early and the Frances the best to follow Elberta. Large, yellow, clear seed. Colors up early, and is a fine shipper.

Trees and buds for sale.

L. T. SANDERS & SON.

(886)

MANUFACTURERS and others requiring Stencils, Steel Stamps, etc., write for our new 72-page, Illustrated Catalogue, now ready for mailing.

S. W. REESE & CO., 160 FULTON ST., N. Y.

NORTHERN UPLAND GROWN

APPLE SEEDLINGS

—AND—

Forest Tree Seedlings,

Honey and Black Locust, Russian Mulberry, Box Elder.

We also have several car-loads of 2 and 3 inch Shade Trees in assortment. We should be pleased to make your prices in large and small lots.

J. A. GAGE,

FAIRBURY, NEB.

The Shenandoah Nurseries

—OFFER IN CAR LOTS—

Apple, Cherry, Peach, Plum

and Ornamental Trees.

NORTHERN-GROWN APPLE SEEDLINGS,

ALL GRADES.

Osage Orange Plants—One and Two Year
LARGE GENERAL STOCK.

D. S. LAKE, Proprietor.

SHENANDOAH, IOWA.

Write for prices.
(890)

Please favor us by mentioning this paper when writing to advertisers.

APPLE SEEDLINGS.

We make a specialty of growing Apple Seedlings, and for thriftiness, high grade and careful handling our stock cannot be excelled.

Prices cheerfully given upon application.

F. W. WATSON & CO.,

(8812)

TOPEKA, KAN.

CAMPBELL'S EARLY Seeds Need Not Be Swallowed.

"First of all Grapes," says *Rural New-Yorker*. Scaled 96 points in possible 100. "Will ship round the world." Early or Late. Insist on our Seals and get what you buy. Largest stock of other Grape Vines, Small Fruits. Elegant Catalogue FREE

GEORGE S. JOSSELYN, FREDONIA, NEW YORK.

SURPLUS STOCK.

10,000 Red Dutch Currants, three year No. 1. Will exchange part for transplants of Columbian Raspberry and Root Cuttings of Loudon Raspberry or young stock to line out.

Henry Lake Sons Co.,
BLACK RIVER FALLS, WISCONSIN.

Nashville, Chattanooga & St. Louis

RAILWAY.

The shortest connecting link between the great fields of the North and West and the cotton belt of the South and the fruitful products of the South and West.

THROUGH DAILY TRAINS FROM

ATLANTA, GA.

CHATTANOOGA, TENN.

NASHVILLE, TENN.

HUNTSVILLE, ALA.

AND ALL POINTS NORTH AND WEST.

For rates and information apply to

G. R. KNOX, G. F. Agt., and W. L. DANLEY, G. P. & T. Agt.,
NASHVILLE, TENNESSEE.

UNION PACIFIC RAILROAD LANDS.

INVESTIGATE the irrigated lands of Idaho and you will find them the cheapest, the best and most accessible to market.

EMIGRATE to Idaho and you will be happy. It's a new country, it's for the poor man and the smaller farmer and fruit grower.

IRRIGATE the lands of Idaho and you have a surety of crops and fruit in abundance.

COGITATE? Of course you will, then send for our Idaho advertising matter.

J. F. AGLAR,

GENERAL AGENT.

Or E. L. LOMAX, G. P. & T. A., Omaha, Neb.

Please favor us by mentioning this paper when writing to advertisers.

BLOWING YOUR OWN HORN.

We print below the advertisement and "unsolicited" testimonial of Jackson & Perkins, Newark, N. Y., copied from the November number of the National Nurseryman. As one of the leading Southern growers of Field Rooted Roses, we wish to say that we think their discourteous reference to Southern growers should not be passed unnoticed:

J. & P. Own Root Roses have an unequalled reputation for universally giving satisfaction. There are none like them. Plenty of southern grown, field-rooted roses may be bought at less price, but their growth is all above ground. They do not have the roots that J. & P. Roses have. Good cultivation, heavy fertilization and careful grading have made J. & P. Roses prized above all others. *Send for list of varieties and prices.*

Read what is said of J. & P. Roses and Clematis by the most particular buyers in this country:

ROCHESTER, N. Y., October 7, 1898.

Messrs. Jackson & Perkins Co.,

Newark, N. Y.

Gentlemen: Referring to our recent correspondence in regard to the Yellow Rambler Roses would say, we have compared the sample received from (a leading firm) with your plants received a day or two ago and agree with you that yours are worth the extra price, and, as covered by another letter, have given you an order for an additional thousand. In this connection we also wish to take the opportunity of complimenting you on the Roses that have already been received. We have not opened up everything, but those that we have seen are *usually fine, good roots, good, clean, healthy stock.* The Clematis are also extra fine, and, in fact, we haven't seen anything yet to make a kick on.

Yours truly,

CHASE BROS. COMPANY.

Mr. Perkins, of the firm of Jackson & Perkins, is one of the largest stockholders in the Chase Bros. Company.

A man may blow his own horn without making himself specially offensive, but he should not toot in the face of his friends.

Hear the megaphone's salute!

Rochester—Toot! Newark—Toot!

Southern top—Northern root!

Toot! Toot!

W. F. HEIKES.

Huntsville, Ala., Nov. 15th, 1898.

The Ottawa Star Nurseries,

BREWER & STANNARD,

Offer for late Fall shipment, in car lots, if desired, Spring payment,

APPLE,

PEAR,

CHERRY,

APRICOT,

EUROPEAN PLUM,

FOREST SEEDLINGS.

and a general line of nursery stock. Write for prices.

Brewer & Stannard,

OTTAWA, KANSAS.

APPLE TREES. LEADING VARIETIES.

Two years, well graded, healthy, vigorous. Extra large stock of **Strawberry Plants**. True to name. Extra quality. Health certificate. Send list for prices and oblige.

W. D. BEATIE,

ATLANTA, GA.

(896)

A Very Complete Assortment of Ornamentals and Roses.

Write for prices.

HIRAM T. JONES,

Union County Nurseries,

ELIZABETH, N. J.

Please favor us by mentioning this paper when writing to advertisers.

Fraser Nursery,

HUNTSVILLE, ALA.

FOR IMMEDIATE SHIPMENT.

Apples, 2 years; Sneed, Greensboro and Smock Peaches; Red June and Wickson Plum, 1 year; Dormant Buds of Elberta and Matthews Beauty Peaches; Red June, Wickson, Abundance and Burbank Plums; Standard Pear, including the Magnolia, 1 year; Extra heavy M. Neil Buds; Hardy Smilax, 3 years; Seedlings of Magnolia Grandiflora, Ex-orchordia Arborvitæ, Chionanthus, Oaks, &c. Marianna and Angers Quince Stocks.

JOHN FRASER,
HUNTSVILLE, ALA.

Levavasseur & Sons.

OFFICES:

USSY (CALVADOS) AND ORLEANS (FRANCE)

Branches have lately been established in Orleans and Angers. Thus we are prepared to supply the BEST.

Fruit Tree Stocks,
Shrubs, Roses, Etc.

HERMAN BERKMAN, 39 & 41 Cortlandt St., N. Y.

Sole Agent for United States and Canada.
REFERENCES: W. F. Heikes, Huntsville, Ala. and many others, concerning the grading and quality of our stocks.

Prices on application, Catalogue free.

Colombe Brothers

USSY, (CALVADOS), FRANCE.

FRENCH FRUIT TREE STOCKS.

Autumn of 1898 and Spring of '99.

Mahaleb, 1 year, 5 to 8 mm.
" 1 year, 3 to 5 mm.
Myrobolan, 1 year, 5 to 8 mm.
Myrobolan, 1 year, 3 to 5 mm.

The above are very rare.

Pear, 2 years, 7 to 12 mm.
Pear, 2 years, 5 to 7 mm.
Pear, 1 year, 7 to 12 mm.
Pear, 1 year, 5 to 7 mm.
Pear, 1 year, 4 to 6 mm.
Pear, 1 year, 3 to 4 mm.

These are branched roots.

Apple, 1 year, 5 to 8 mm.
Apple, 1 year, 3 to 5 mm.
Angers Quince (cutting), 7 to 12 mm.
Angers Quince (cutting), 6 to 8 mm.

Large stock of other Fruits and Ornamentals at lowest prices. Prices and particulars of the above given on application. Order early and secure complete assortments.

Address **FRED. W. KELSEY,**
150 BROADWAY, NEW YORK.

Sole Agent for the United States and Canada

FRUIT PLATES

—AND—

NURSERY SUPPLIES

**Vredenburg
& Company,**

ROCHESTER, N. Y.

Hardy Herbaceous Plants.

PHLOX, IRIS,

PÆONIES, PYRETHRUMS,

and the best general collection of other Hardy Plants and Rare Shrubs in America.

Wholesale Lists upon application.

THE READING NURSERY,

JACOB W. MANNING,

Established 1854.
(880)

READING, MASS.

HEADQUARTERS

—FOR—

English Gooseberries.

	Per 1000
WINDHAM'S INDUSTRY, 1 year, best.	\$30
" " 2 " " "	50
" " 3 " extra	60
CROWN BOB, 2 year, best.	50
" 3 " extra	60
WHITESMITH, 2 year, best.	50
" 3 year, extra.	60

FRENCH FRUIT TREE STOCKS,

HOLLAND ROSES,

—AND—

Ornamental Plants.

C. H. JOOSTEN,

Importer.

193 GREENWICH STREET,
(8812) **NEW YORK.**

Please favor us by mentioning this paper when writing to advertisers.

HARRISON'S NURSERIES,

BERLIN, MARYLAND.

OUR BUDDED LIST OF PEACH OVER ONE MILLION.

	PRICE OF PEACH.			
	Each	Dozen	Hun.	Thous.
First class, extra, 5 to 7 feet, $\frac{5}{8}$ to $\frac{3}{4}$	\$0 10	\$0 75	\$4 00	\$35 00
First class, 4 to 6 feet, 9-16 to $\frac{3}{4}$	10	60	3 50	30 00
First class, 3 to 4 feet, stocky, 7-16 to 9-16.....	6	40	3 00	22 50
First class, $\frac{1}{2}$ to 3 feet, branched.....	4	50	2 50	18 00
First class, $\frac{1}{2}$ to 2 feet.....	3	25	2 00	12 00
First class, June buds, $\frac{1}{2}$ to 2 feet.....	3	35	2 50	18 00
First class, June buds, 12 inches up.....	3	25	2 00	12 00

EMMA—June buds and one year trees twice the price of regular list.
If June buds are to go by mail add \$1 per 100, if the dozen add 15c.

SPECIAL PRICES ON CAR LOAD LOTS.

PLUM ON PEACH ROOTS.

First class, 4 to 6 feet.....	\$0 10	\$0 75	\$5 00	\$40 00
First class, 3 to 4 feet.....	08	60	4 00	30 00
First class, 2 to 3 feet.....	06	40	3 00	25 00
June buds.....	05	50	2 50	20 00

VARIETIES—Abundance, Burbank, Satsuma, Berkman's, Ogon, Williard, Bradshaw, Wild Goose, Shipper's Pride, Chabot, Red June, Imperial Gage. Hale and Wickson at double price of others.

PRICE LIST OF STRAWBERRIES.

STRAWBERRIES—Continued

Half-dozen at dozen rates, fifty at hundred rates, five hundred at thousand rates. Plants at dozen rates furnished at any time; per 100 after September 1st; per 1000 after October 1st.

	100 by Ex not paid	100 by Ex not paid	100 by Ex not paid
Anna Kennedy (Imp).....	\$ 2 50		
Aroma.....			
Brandywine (Per).....	2 50		
Bismark (Per).....	4 00		
Bubach No. 3 (Imp).....	2 50		
Barton's Eclipse (Per).....	2 00		
Bedard Wood.....	2 00		
Berlin (Imp).....	2 00		
Brunette (Per).....	2 50		
Clyde (Per).....	4 00		
Cyclone (Per).....	2 00		
Crescent (Imp).....	1 50		
Capt. Jack (Per).....	1 50		
Cobden Queen.....	4 00		
Clarence.....			
Columbia.....	2 00		
Carrie.....	10 00		
Cumberland.....	2 00		
Dayton (Per).....	2 00		
Delaware.....	4 00		
Darling.....			
Enhance (Per).....	2 00		
Eleanor.....	2 00		
Enormous (Per).....	2 00		
Glen Mary (Per).....	3 00		
Gandy (Per).....	2 00		
Gertrude (Per).....	2 50		
Gandy Belle (Per).....	2 00		
Greenville (Imp).....	2 00		
Gardner (Per).....	2 50		
Hall's Favorite.....	4 00		
Haverland (Imp).....	2 00		
Hoffman (Per).....	2 00		
Holland (Per).....	2 00		
Howell's Seedling.....	4 00		
Hersey.....	4 00		
Hunn.....	4 00		
H. & H. No. 3.....	4 00		
Improved Parker Earle.....	4 00		
Jessie [Per].....	2 00		
Lady Thompson [Per].....			2 00
Lovett [Per].....			2 00
Lloyd's Favorite or Seaford [Per].....			3 00
Marshall [Per].....			3 50
Magoon.....			3 00
Marguerite [Per].....			4 00
Mitchell's Early [Per].....			2 00
Morgan's Favorite [Per].....			3 00
Meek's Early [Per].....			1 50
Nick Ohmer.....			15 00
Ocean City [Per].....			2 50
Pride of Cumberland.....			3 00
Paris King.....			4 00
Princess [Imp].....			2 00
Rio [Per].....			2 00
Ruby.....			4 00
Reid's Prolific [from the South].....			4 00
Ridgeway.....			4 00
Saunders [Per].....			2 00
Splendid [Imp].....			2 00
Star [Per].....			7 00
Sharpless [Per].....			2 00
Sunnyside [Imp].....			3 00
Tennessee Prolific [Per].....			2 00
Up-to-Date.....			4 00
Young's Early Sunrise.....			4 00
Wm. Belt [Per].....			2 00
Warfield [Imp].....			1 50
Wilson [Per].....			2 50
Woolverton [Per].....			2 50

ASPARAGUS ROOTS.

ONE YEAR, NO. 1

	12	100	1000
Columbian Mammoth White.....	\$0 30	\$1 00	\$2 00
Donald's Elmira.....	30	75	2 00
Palmetto.....	40	60	1 50
Barr's Mammoth.....	25	60	1 25
Conover's Colossal.....	25	50	1 25

No. 2, one year roots 25 cents less per 1000

Send your List of Wants.

J. G. HARRISON & SONS, BERLIN, MD.

Please favor us by mentioning this paper when writing to advertisers.

BARGAIN LOTS.

The address of the growers of these lots will be given to intending purchasers upon application.

Address all correspondence concerning Bargain Lots and Nurserymen's Requisites to W. F. Heikes, Manager, 1308-1310 Unity Building, Chicago, Ill. Other correspondence should be addressed to Huntsville, Ala., until March 1st.

Lot 1—50,000 Mulberries. In Central North Carolina. Varieties: Downing, New American, Hicks, Black English, White English. Sizes, one year, $\frac{3}{4}$ to $\frac{1}{2}$, branched: whips, 6 to 8 feet, 5 to 6 feet, 4 to 5 feet, 3 to 4 feet: prices, \$30 to \$57.50, depending upon size and variety. Rebates on freight allowed. Particulars by letter.

Lot 2—Middle Tennessee—June Bud Peaches. 30,000 3 feet; 75,000 18 to 24 inches; 20,000 10 to 18 inches. Largely Elberta. Price \$10 to \$20 per 1000.

Lot 3—7000 Grape Vines—Central North Carolina. Scuppernon, James and Meish, improved varieties of the Scuppernon. Price \$50 per 1000 f. o. b.

Lot 4—60,000 Grape Vines. Maryland, Moore's Early, one year, No. 1, at \$7.00 per 1000; 2 years, at \$11 per 1000.

Lot 6—1000 two-year Apple Trees, $\frac{3}{4}$ to $\frac{1}{2}$, at \$50, boxed. Northern Missouri. Best commercial varieties.

Lot 7—2160 three-year-old Apple Trees, $\frac{3}{4}$ to 1 inch, at \$55 per 1000. 740 2 years, $\frac{3}{4}$ to $\frac{1}{2}$, at \$45 per 1000. Boxing extra. Eastern Kansas. Leading varieties.

Lot 9—CURRANTS—Western Michigan. London Market, one year, No. 1, at \$10 per M. \$2 per 100. Victoria, fine one-year tops on two and three year roots, one foot and up, \$8 per 1000, \$1.50 per 100. Packed in moss f. o. b. Samples free to intending buyers.

Lot 10—15,000 Standard Pears. Western New York. Two years old, $\frac{3}{4}$ to 1 inch, \$50; $\frac{1}{2}$ to $\frac{3}{4}$, \$35; $\frac{1}{4}$ to $\frac{1}{2}$, \$25. Leading varieties. 10,000 PLUM TREES—Two years, extra fine, $\frac{3}{4}$ to 1 inch, \$55; $\frac{1}{2}$ to $\frac{3}{4}$, \$45; $\frac{1}{4}$ to $\frac{1}{2}$, \$25 per 1000. Leading varieties.

Lot 11—Strawberries—Central Arkansas. 100,000 Michel's Early. 25,000 Crescent. 150,000 Hoffman. 50,000 Tennessee Prolific. \$1.25 per 1000 f. o. b. Good condition guaranteed to destination.

Lot 12—Northern Mississippi. 50,000 Lady Thompson Strawberry plants. As early as Michel, larger, more productive and a good shipper. Out of fifteen varieties the only one that stood the drought of 1897 without injury. Price \$1.15 per 1000 in lots of 10,000 or more f. o. b.

Lot 13—Western Tennessee. 500,000 Lady Thompson Strawberries. The only good berry found that will stand a long drouth. Plants are very fine. Price \$1.25 in lots of 10,000 or more f. o. b.

Lot 14—Western Georgia. 1000 Scuppernon, 1 year, layers No. 1, \$45 per 1000. 10,000 extra large 1 year Apple Trees, 4 to 5 feet, including 6000 Yates. Balance leading varieties. \$25 per 1000. 50,000 Michel's Early Strawberries \$1.25 per 1000. 20,000 Bubach No. 5, \$1.75 per 1000. 3,000 Guthbert Raspberries, \$6.00 per 1000. All f. o. b.

Lot 15—Western Georgia. 3000 extra large 1 year Yates Apples, 4 to 5 feet, \$25 per 1000 f. o. b.

Lot 16—Eastern Pennsylvania—250 Altheas, 6 to 8 feet, \$12.50 per 100; 300 Exochorda Grandiflora, 4 feet, bushy, \$7.00 per 100; 1000 Deutzas, assorted, 5 to 6 feet, \$7.00 per 100; 1000 Wisteria Sinensis Seedlings, 12 to 18 inches, \$22.50 per 1000; 500 Wisteria Magnifica, 18 to 24 inches, \$2.50 per 100.

Lot 17—Southern Texas. Live Oaks, well branched and large caliper. 5 to 6 feet, 12 $\frac{1}{2}$ cents; 4 to 5 feet, 8 cents; 3 to 4 feet, 5 cents; under 3 feet, 3 cents. Umbrella China, straight, well rooted 15,000 under 3 feet, \$12.50; 3000 3 to 4 feet, \$20; 3000 4 to 5 feet, \$25 per 1000.

Hardy Orange, Citrus Trifoliata Seedlings, calipers unusually well. 1500 5 to 6 feet, \$30; 2500 4 to 5 feet, \$25; 5000 3 to 4 feet, \$20; 5000 2 to 3 feet, \$15; 5000 under 2 feet, \$10 per 1000. Mulberry Stocks. 3000 Morus Multicaulis, under 4 feet, \$12.50 per M. 6000 Niagara Grapes, \$8.00; 1400 Chassellas de Fontainebleau, \$12.50 per 1000.

Lot 18—Eastern Tennessee. Tree and Shrub Seeds. Calycanthus, floridus, per pound 40 cents. Chionanthus, White Fringe, clean, 80 cents per lb.; dried Seed, 50 cents per lb.; Calicarpa, Am., 40 cents; Am. Persimmon, 25 cents; Am. Holly, 20 cents; Texas Umbrella, 40 cents. Chestnuts, Walnuts, Magnolias, Catalpas, Locusts, Andromeda, Dogwoods, and many others.

Lot 19—Middle Arkansas. Strawberries. 25 years' experience. 500,000 Excelsior, new large, extra early, firm, high colored, \$6.00 per 1000; 500,000 Michel, 90 cents per 1000; 200,000 Crescent, \$1.25; 200,000 Clyde, \$2.00. Other varieties in proportion. F. o. b.

We invite correspondence from those having specialties or a surplus, which they want to sell quickly at low prices.

The Huntsville Wholesale Nurseries.

JESSIE S. MOSS, PROPRIETOR.

W. F. HEIKES, MANAGER.

REFERENCES: W. R. Rison & Co., Bankers. Huntsville, Ala., and the Mercantile Agencies

FALL OF 1898 AND SPRING OF 1899.

The publication of this list abrogates previous quotations.

Except where prices are agreed upon, these quotations are subject to change without notice.

See Terms and Conditions governing these quotations on another page.

HEIKES HUNTSVILLE TREES.

Address all correspondence to **W. F. HEIKES, Manager,**
HUNTSVILLE, ALA.

Distributing Points.

We are making St. Louis, Chicago and Philadelphia distributing points; and will deliver free of freight charges to transfer companies, at either of these places, all orders in car lots, to be shipped from Huntsville on the dates named below. Drayage charges at these points to be paid by the purchaser.

For St. Louis—Early shipments from September 20th to October 10th; late shipments from October 25th to December 10th, and in Spring.

For Chicago—In Spring.

For Philadelphia—November 1st and in Spring.

These orders will be packed in Huntsville, and those for less than car lots will be combined to make up car lots and shipped to these points and distributed promptly to the various railroads centering there. This plan insures quick time and low freight rates. Orders for less than car lots must be boxed at Huntsville. The price of boxes will be additional.

This offer to deliver to distributing points free of freight charges will not apply to less than car-lot orders, if shipment is required at other than the above named dates; but we will ship car-lot orders at any time after September 20th anywhere desired within the territory tributary to the cities designated, and will deduct from the bill the cost of freight to the nearest distributing point.

The "Big 4" Japan Plums—Red June, Abundance, Burbank, Wickson.

SATSUMA STOCKS—This is the only stock we have ever found suited to the peach. We have Elbertas four years old on this stock, and every tree remains perfectly healthy. We will bud peaches on this stock on contract to any one wishing to make a specialty of its sale. It is the ideal stock for Japan Plums.

This is the nurseryman's paradise. There are no injurious insects on nursery stock,—no slugs on pears, no aphid on cherries, plums nor peaches, no San Jose scale on anything. There are some borers on peach roots; but everybody knows how to get them. We have inspectors' certificate which we attach on packages when requested.

We dig each order separately and not until time to ship. The trees are taken to the packing-house as fast as dug and boxed immediately. We do not "heel in" anything. Everything is sent out fresh. That is worth a big per centage to the customer who is expecting his trees on time and in good condition to handle again in filling orders.

THE HUNTSVILLE WHOLESALE NURSERIES PRICE LIST.

HEIKES HUNTSVILLE TREES.

Grade-Count Quotations.

In this issue of our price list we show the numbers, sizes and prices of all varieties remaining unsold to date. Correspondents should, however, give us the privilege of substituting varieties, sizes and prices, as far as it can be allowed, if in a hurry for shipment, as we do not substitute, as a rule, without permission.

PEARS. Standard.	Edible.	Edifice.	Enlarge.	Elbow.	Elegy.	Engage.	Entrap.
Two Years.	1 to 1½ in.	5 to 7 feet	5 to 7 feet	5 to 6 feet	4 to 5 feet	4 to 5 feet	3 to 4 feet
On Transplanted Stocks.	Extra ¾ to 1 in.	¾ to 1 in.	11-16 to ¾	¾ to 11-16	9-16 to ¾	¾ to 9-16	under ½
	Per M \$80	Per M \$75	Per M \$70	Per M \$65	Per M \$55	Per M \$50	Per M \$40
	" C 9.50	" C 8.50	" C 8	" C 7	" C ...	" C ...	" C 5
Kieffer.....	...	...	...	...	...	...	...
LeConte.....	...	...	...	...	...	...	...
Koonce.....	300	1700	70	...	...	...	...

PEARS. Standard.	Event.	Evade.	Evict.	Evening.	SEE ALSO BILOXI PAGE FOR ONE YEAR OLD PEARS.	
One Year.	5 to 6 feet	4 to 5 feet	3 to 4 feet	2 to 3 feet		
Little if any Branched.	¾ to 1 in.	11-16 to ¾	¾ to 11-16	9-16 to ¾	Per M \$30	" C 4
	Per M \$50	Per M \$45	Per M \$35	Per M \$30		
	" C 6	" C 5	" C 4	" C 4		
Kieffer.....	...	...	...	5600		
LeConte.....	...	330	...	240		
Golden Russet.....	...	...	...	...

PLUMS. 2 Years.	Knarish.	Knitting.	Knotty.	Knowing.	Knuckle.	Koran.	Kitchen
On Marianna.	5 to 6 feet	5 to 6 feet	5 to 6 feet	4 to 5 feet	4 to 5 feet	4 to 5 feet	3 to 4 ft.
Well Branched.	¾ to 1 in.	11-16 to ¾	¾ to 11-16	9-16 to ¾	½ to 9-16	7-16 to ½	¾ to 1 in.
	Per M \$75	Per M \$70	Per M \$65	Per M \$55	Per M \$50	Per M \$40	Per M \$35
	" C 8.50	" C 8	" C 7	" C 6.50	" C 6	" C 5	" C 4
Abundance.....	...	2250	1200	2000	1550	1200	770
Satsuma.....	2900	900	860	700	250	410	...
Milton.....	150	100	70	...	...	...	...

SPECIAL—Benson Mollie, any size, 10 cents each.

ORIENTAL PLUMS. 1 Year.	Hillock.	Hickory.	History.	Hidden.	Hiding.	Heiffer.	Hinder.
On Marianna.	5 to 6 feet	5 to 6 feet	5 to 6 feet	4 to 5 feet	4 to 5 feet	4 to 5 feet	3 to 4 feet
Well Branched.	¾ to 1 in.	11-16 to ¾	¾ to 11-16	9-16 to ¾	½ to 9-16	7-16 to ½	¾ to 1 in.
	Per M \$85	Per M \$80	Per M \$55	Per M \$45	Per M \$35	Per M \$30	Per M \$25
	" C 8.50	" C 8	" C 7	" C 6.50	" C 6	" C 5	" C 4
Abundance (Botan)...	...	3450	2650	3480	2980	900	...
Burbank.....	3900	4890	3710	2460	2140	780	170
Red June.....	450	475	...	1460	670	420	...
Red Nagate.....	500	1100	2000	2400	1500	...	...
Kerr.....	1150	650	850	550	450	250	50
Normand.....	320	780	20	20	10	10	...
Willard.....	1100	770	540	...	...	...	...
Wickson.....	...	1080	1900	2620	1800	1500	...
Oregon.....	400	310	500	500	320	220	50
Wild Goose.....	...	...	1520	850	600	650	...
Pottawattamie.....	450	400	450	700	800	500	370
Robinson.....	150	200	350	550	800	400	150
Milton.....	20	50	160	70	100	...	10
Poole's Pride.....	100	70	70	30	80	...	30
Sophia.....	...	...	...	20	70	80	50
Golden Beauty.....	40	30	10	...	...	...	10

ORIENTAL PLUMS. 2 Years.	Helper.	Helmet.	Hemlock.	Herald.	Herbal.	Hermit.	Hero.
On Peach.	5 to 6 feet	5 to 6 feet	5 to 6 feet	4 to 5 feet	4 to 5 feet	4 to 5 feet	3 to 4 feet
Well Branched.	¾ to 1 in.	11-16 to ¾	¾ to 11-16	9-16 to ¾	½ to 9-16	7-16 to ½	¾ to 1 in.
	Per M \$65	Per M \$60	Per M \$50	Per M \$45	Per M \$40	Per M \$35	Per M \$30
	" C 7.50	" C 7	" C 6	" C 5.50	" C 5	" C 4	" C 4
Red June.....	2000	1300	1200	1150	...	1000	1100
Red Nagate.....	1600	1000	800	400	...	670	250

THE HUNTSVILLE WHOLESALE NURSERIES PRICE LIST.

HEIKES HUNTSVILLE TREES.

AMERICAN PLUMS, 3 Years.	Hammer.	Happen.	Harden.	Harrow.	Hasten.	Hatter.	Haven.
On Marianna.	5 to 6 feet 1/2 to 1 in.	5 to 6 feet 11-16 to 3/4	5 to 6 feet 3/4 to 11-16	4 to 5 feet 9-16 to 3/4	4 to 5 feet 1/2 to 9-16	4 to 5 feet 7-16 to 1/2	3 to 4 feet
Well Branched.	Per M \$75 " C 8.50	Per M \$70 " C 8	Per M \$65 " C 7	Per M \$55 " C 6.50	Per M \$50 " C 6	Per M \$40 " C 5	Per M \$35 " C 4
Cheney	430	1610	1350	1325	440	220	250
DeSoto	320	390	210	270	160	220	260
Forest Garden	500	1030	235	800	220	210	120
Hawkeye	330	840	630	710	340	340	150
Quaker	250	350	250	400	30	30	10
Stoddard	...	...	...	...	20	20	40
Weaver	140	130	...	...	...	50	110
Wolf	330	830	790	1100	160	410	330
Wyant	20	100	100	170	220	1100	400

These three-year-old Plums are very straight and handsome. They were all pruned back last Spring to short spurs. The branches are only one year's growth. It takes an expert to tell them from two-year-old trees.

PEACH TREES--On Peach, Leading Varieties.

Our Peach Trees are budded on seedlings grown from Tennessee and Alabama Pits. They are free from aphid or root-knots, and have fewer borers than those from most nurseries.

We can supply beautiful medium and small-sized peach trees this year. The lands upon which our peach trees are grown produces a light, well-matured tree, with fine roots. These trees will answer well the purpose of "June Buds," and are very much better to transplant, as they will be well matured to the terminal bud, while June Buds are often tender at the tips. The little trees we offer should not be confounded with the little culls left after the larger trees have been dug and offered so cheaply by other nurseries. Our peach trees have been grown with especial reference to the Southern trade, where small sizes are mostly wanted. The Yellow and Rosette are unknown in this locality, and we have been careful not to bring in any buds from affected localities.

PEACH TREES.	Ransom.	Rattle.	Rebate.	Recite.	Render.	Resource	Rabbit.
One Year.	5 to 6 feet 3/4 & up	4 to 6 feet 9-16 to 3/4	4 to 5 feet 1/2 to 9-16	3 to 4 feet 7-16 to 1/2	3 to 4 feet Under 7-16	2 to 3 feet	1 to 2 feet
On Peach Stock.	M \$42.50 C 5	M \$37.50 C 4.50	Per M \$30 " C 4	Per M \$25 " C 2	Per M \$20 " C 3	Per M \$15 Per C 3	Per M \$10 " C 1.50

Alexander	...	...	...	...	...	...	...
Allbright's Oct.	...	...	...	...	...	...	...
Bokara No. 3.	...	...	...	...	...	...	...
Belle of Ga.	...	...	...	...	...	...	...
Beer's Smock	...	...	...	...	...	...	...
Crosby	...	...	...	...	...	...	...
Ea. Barnard	...	...	...	...	...	...	...
Crawford's Early	...	...	...	...	...	...	...
Crawford's Late	...	...	...	...	...	...	...
Early Tillotson	...	...	...	...	...	...	...
Elberta	...	...	...	...	...	...	...
Family Favorite	...	...	...	...	...	...	...
Champion	...	...	...	...	...	...	...
Globe	...	...	...	...	...	...	...
General Lee	...	...	...	...	...	...	...
Greensboro	...	...	...	...	...	...	...
Heath Cling	...	...	...	...	...	...	...
Hill's Chili	...	...	...	...	...	...	...
Lemon Cling	...	...	...	...	...	...	...
Levy's Late	...	...	...	...	...	...	...
Mamie Ross	...	...	...	...	...	...	...
Mountain Rose	...	...	...	...	...	...	...
Old Mixon Free	...	...	...	...	...	...	...
Reeves' Favorite	...	...	...	...	...	...	...
Picquet's Late	...	...	...	...	...	...	...
Susquehanna	...	...	...	...	...	...	...
Stump	...	...	...	...	...	...	...
Sneed	...	...	...	...	...	...	...
Stephenson's Rareripe	...	...	...	...	...	...	...
Thurber	...	...	...	...	...	...	...
Triumph	...	...	...	...	...	...	...
Wager	...	...	...	...	...	...	...

PEACHES ALL SOLD.—We have a fine, large crop coming on for Fall of 1899.

THE HUNTSVILLE WHOLESALE NURSERIES PRICE LIST.

HEIKES HUNTSVILLE TREES.

CHERRIES. 2 Yrs. Well Branched.	Object.	Oblong.	Octave.	Office.	Onward.
	5 feet & up ¾ to 1 in. M \$120 00 C 12 50	4 to 5 feet ¾ to ¾ M \$100 00 C 11 00	3 ft. & up 9-16 to ¾ Per M \$80 C 9	2½ ft. & up ½ to 9-16 Per M \$60 C 7	2 to 3 feet Per M \$50 C 6

Dyehouse.....	1500	2000	500	2000	...
Early Richmond.....	7000	5000	1000	3000	...
Lutovka.....	1000	506	...	...	...
Vladimir.....	1000	1000	500	...	...

CHERRIES. 2 Yrs. Well Branched.	4½ ft. & up ¾ to 1 inch M \$120 00 C 12 50	3½ ft. & up ¾ to ¾ M \$100 00 C 11 00	¾ & up 9-16 to ¾ Per M \$80 C 9	2½ ft. & up ½ to 9-16 Per M \$60 C 7	2 to 3 feet Per M \$50 C 6
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Ostheim.....	1500	1500	...	2000	...
Montmorency, Large	...	500
English Morello.....	1000	500	1500	4000	...
Wragg.....	3000	2500	500	9500	...

CHERRY TREES--One Year, On Mahaleb.

SPECIAL—BALDWIN—\$5.00 each, or \$5.00 for 5 one-year trees, 3 to 4 feet. With restrictions. No trees to be propagated nor cions sold until Summer of 1900. A remarkable cherry introduced by S. J. Baldwin, a large cherry orchardist, Seneca, Kan.

SPECIAL—30 Days—Earlier than Early Lamaurie. Tree and foliage resembles Ostheimer. Price same as Baldwin. No restrictions. The earliest cherry known. Earlier than Early Purple Guigne.

SPECIAL—Early Lamaurie, 5 to 7 feet, \$10; 4 to 5 feet, \$9 per 100.

QUINCES. 2 Yrs.	Tactics.	Tadpole.	Taffy.	Tangle.	Our Quinces are all grafted from wood cut from bearing trees, so that we know them to be genuine. It is impossible to keep a lot of budded quinces pure.
	4 to 5 feet ¾ to 11-16 Per M \$50 C 6	4 to 5 feet 9-16 to ¾ Per M \$45 C 5	3 to 4 feet ½ to 9-16 Per M \$40 C 5	3 to 4 feet 7-16 to ½ Per M \$30 C 4	
Orange.....	3550	5000	3150	450	
Meech.....				3760	

These two-year-old Quinces were headed back to 18 inches in Spring and are uniformly branched and handsome.

QUINCE GRAFTS--One Year, for Lining Out.

Orange and Meech, cut back to 10 inches.....	\$15 00
Reas' and Champion, cut back to 10 inches.....	25 00

Quince Cions.

We offer Quince Cions from "mother blocks" planted specially for the production of pure, sound wood for cuttings and cions. Price of full length cions to average 2½ grafts, \$5.00 per 5000. Varieties: Orange, Reas, Champion, Meech.

Nurserymen's Requisites.

See the September number of the PRACTICAL NURSERYMAN for list of nurserymen's requisites and prices. The price of moss in car lots has advanced. We now quote, moss in Chicago, baled in wire, dry per bale, 1½ cents per pound; car lot \$20.00 per ton. At Wisconsin points, per bale one cent per lb.; car lot \$17.50 per ton.

MARIANNA STOCKS—Prices upon application.

HEIKES-BILOXI NURSERIES CO.

Address all correspondence on business with these Nurseries to W. F. HEIKES
MANAGER, Huntsville, Ala.

ROSES. Own Roots.

Field Grown.
Very Fine.

<i>Rosette.</i> No. 1	<i>Robust.</i> No. 1½	<i>Rocket.</i> No. 2
Per M \$75	Per M \$50	Per M \$35
" C 8	" C 6	" C 4

 SPECIAL—The price on varieties marked thus * is 1½ cents each additional

Hybrid Perpetuals.

Alfred Colombe, c. g. ....	...	370	260
Anna de Diesbach.	700	650	2100
Baronne Prevost. ....	...	30	70
*Baroness Rothschild. ....	...	...	1590
*Clio.	1320	660	220
*Coquette des Alpes, g.	400	950	510
Caroline de Sansal.	450	920	700
Coquette des Blanches. ....	...	750	...
Duke of Connaught. ....	...	440	380
Dr. John Welch.	20	60	360
*Eugene Furst.	260	100	40
Earl of Dufferin.	120	240	440
Francois Levet. ....	...	990	5310
Gen. Jacqueminot. ....	...	4500	45 0
Gloire of Lyonaise.	1620	620	770
Gloire d'Esp. de Bruxelles.	90	60	20
John Hopper.	1050	750	600
Jules Margottin.	1500	2070	920
Lady Arthur Hill.	190	180	180
La Reine.	1150	1050	600
*Margaret Dickson.	350	1890	1280
Mar. P. Wilder. ....	...	2490	1840
*Mabel Morrison. ....	...	...	290
Magna Charta.	3900	3150	1350
Mad. Alf. Rougemont.	90	270	210
Mad. Victor Verdier. ....	...	240	320
Maurice Bernardin.	170	280	240
Mrs. Joseph Dubois.	220	360	210
Mad. Gab. Luizet. ....	...	1300	650
Prince Camille de Rohan. ....	...	450	100
Paul Neyron.	4250	4900	4800
Silver Queen.	20	50	50
Ulrich Bruner. ....	...	1280	...
Vicks Caprice.	1150	900	230
Cl. Victor Verdier.	100	100	160
Cl. Jules Margottin.	250	350	650

Teas and Noisettes.

Duchess de Brabant.	330	180	2500
Etoile de Lyon. ....	...	...	1270
*Marie Van Houtte, g.	100	600	850
Mad. Alfred Carriere. ....	...	...	250
Lamarque (Cl).	590	560	720
Laurette Messing.	70	70	1540
Safrano, c. g. ....	...	...	110
Solfaterre.	420	420	150

Climbing Teas & Noisettes.

Marechal Niel, c. g.	2500	1000	4500
Reine M. Henriette, g. ....	...	...	50
Wm. Allen Richardson.	110	80	50

Bourbons Hybrid Teas.

Caroline Testout. ....	...	230	220
Capt. Christy. ....	...	300	450
Cheshunt Hybrid.	150	310	320
Hermosa.	750	400

Polyantha.

Paquerette.	130	40
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DORMANT**FIELD-GROWN ROSES.****OWN ROOTS.**

Grown from cuttings. Price of boxes or bales to be added. Delivered at depot at Biloxi. On orders sent in by Northern customers for Spring delivery, we will pay freight to Chicago, and hold in cold storage there until wanted. We deliver to transfer companies and the cost of drayage will follow as advance charges, or be added to the bill. The No. 1 plants will have three or more branches and will be cut back to 24 to 30 inches. The roots are very fine.

We make a grade of Roses called No. 1½. This grade will be made up of plants just under No. 1 such as do not have the required number of branches or slightly under weight and height, and makes a very nice grade for mailing.

NO. 2 PLANTS OF ABOVE VARIETIES FOR TRANSPLANTING AT ONE-HALF THE PRICE OF NO. 1. The tops of No. 2 plants will be cut back to 2 or 3 inches, as they are only intended for transplanting.


GRAFTS—A few varieties marked g. are grafts. When marked c. g. they are both grafts and own roots.

MARECHAL NEIL.—Our No. 1 plants of Marechal Niel are very fine shaped plants, 3 to 4 feet high. They are made from grafts, which produce plants of much better style than those grown from buds. We have a fine stock of small plants of these, grown close together on own roots, at \$35.00 per 1000; \$4.00 per 100.

THE HEIKES-BILOXI NURSERIES CO. PRICE LIST.

HEIKES-BILOXI NURSERIES CO.==Continued.

ROSES. Own Roots. } Field Grown. Very Fine.	<i>Rosette.</i>	<i>Robust.</i>	<i>Rocket.</i>
	No. 1	No. 1½	No. 2
	Per M \$75 " C 8	Per M \$50 " C 6	Per M \$35 " C 4

 SPECIAL—The price on varieties marked thus * is 1½ cents each additional

Mosses.

Comtesse de Murinais.....	---
Capt. John Ingram.....	---
Henry Martin.....	---
Princess Adelaide.....	690
Salet.....	140

Miscellaneous.

*Crimson Rambler.....	---	500	1750
Yellow Rambler.....	6500	5000	3410
Pink Rambler (Dawson).....	250	350	200
Empress of China.....	---	550	440
Mad. George Bruant.....	480	450	1120
Dawson.....	250	320	200
Wichuraiana.....	1100	1250	250

Hardy Common.

	Per M \$35 " C 4	Per M \$25 " C 3	Per M \$17 50 " C 2 00
Gem of the Prairies.....	1850	1080	450
Baltimore Belle.....	2200	2300	2500
Queen of the Prairies.....	5330	4100	3200
Seven Sisters.....	2200	1500	750
Madame Plantier.....	4200	2100	1650

STANDARD PEARS.

GARBER—Budded, two years, 3050
¾ to 1 inch, 5 to 7 feet, \$50; 2390
¾ to ¾, 5 to 6 feet, \$40; 150 9-16 to
¾, 4 to 5 feet, \$35; per 1000.

CINCINCIS—Budded, two years—
120 ¾ to ¾, \$80 per 1000.

GARBER, One year—560 5 to 6
feet, \$40; 1000 4 to 5 feet, \$35; 1800
3 to 4 feet, \$30; 4700 2 to 3 feet \$25;
per 1000.

LECONTE, one year, from cut-
tings—5000 3 to 6 feet, \$40; 5400 4 to
5 feet, \$35; 5300 3 to 4 feet, \$30; 5121
2 to 3 feet, \$25; per 1000.

EARLY HARVEST—One year Buds
—545 5 to 6 feet, \$80; 1060 4 to 5
feet, \$75; 440 3 to 4 feet, \$60; 620 2 to
3 feet, \$35; per 1000.

CINCINCIS—One year Buds—550
5 to 6 feet, \$50; 630 4 to 5 feet, \$45;
310 3 to 4 feet, \$40; 310 2 to 3 feet,
\$35; per 1000.

MAGNOLIA PEAR—Budded, one
year, 4 to 5 feet, 3 to 4 feet, any
size. Price on application.

HUNTSVILLE OFFICE—After this date until March 1st Mr. Heikes will be at the Huntsville office, where all correspondence concerning nursery stock at Huntsville and Biloxi should be addressed.

BLOWING YOUR OWN HORN—See page 168.

CAMPBELL'S EARLY GRAPE VINES—We will have a fine stock of the Campbell's Early for Fall and Spring in both one and two year vines, which we offer without restrictions. Will make special prices on 100 and 1000 lots. Will attach our seal if desired,

CHERRY TREES—We have now arranged with one of our customers, for whom we have grown a fine lot of two-year-old cherry trees on contract, to offer them for sale at his prices.

MARECHAL NEIL ROSES—Grown at Biloxi. These are extra fine plants, grafted on pieces of roots. Some of these have growth five to six feet long. They are far superior to "Dog legged" budded plants.

APPLE SEEDLINGS—Iowa and Nebraska grown. Will make very low prices f. o. b. Huntsville, Nebraska and Iowa points. These plants are grown by the best well-known growers and are very fine. Prices are likely to advance later.

MARIANNA STOCKS—We have a very fine lot of these stocks grown at Huntsville, which we will sell at low prices. It will pay to write to us about these.

ABUNDANCE PLUMS—Smooth, straight, two-year-old Abundance Plums on plums are not plenty. We are making a job lot of them and two-year-old Red June and Red Nagate on peach. See our quotations.

TELEGRAPH CODE—Use the Nurseryman's Telegraph Code in telegraphing. Anyone not in possession of a copy will be supplied upon application.

THE EAST SHORE NURSERIES PRICE LIST.

EAST SHORE NURSERIES,

BENTON HARBOR, MICH.

Address W. F. HEIKES, MANAGER, Huntsville, Ala., until March 1st.

We have established a Branch Nursery at Benton Harbor, Mich., to be known under the above name. These Nurseries will be devoted to the growing of Standard and Dwarf Pears, European Varieties of Plums, Peaches, Quinces and Small Fruits.

PLUM TREES—On Marianna Plum, Two Years, Transplanted.

	CIPHER	Per 10	Per 100	Per 1000
Two years, $\frac{3}{4}$ to 1 inch, 5 to 6 feet, well branched	<i>Sable</i>			\$85 00
Two years, 11-16 to $\frac{3}{4}$, 4 to 6 feet, well branched	<i>Sicred</i>			80 00
Two years, $\frac{5}{8}$ to 11-16, 4 to 5 feet, well branched	<i>Sultry</i>			70 00
ORIENTAL VARIETIES.				
Abundance [Botan]	Willard			
	Red June			

QUINCES—Transplanted. Grown from Grafts and transplanted at one year old

	CIPHER	Per 1000	
One year, 3 to 4 feet, not branched.....	<i>Sickle</i>	\$50 00	
One year, 2 to 3 feet, not branched.....	<i>Silver</i>	40 00	
One year, 1 to 2 feet.....	<i>Sifter</i>	30 00	
Orange	Rea's Mammoth	Meech	Champion

ROSES—Two Years, Transplanted.

	CIPHER	Per 10	Per 100	Per 1000
Hybrid Perpetuals, No. 1	<i>Sandy</i>	\$ 1 0	\$ 9 00	\$80 00
Caroline de Sansal			La Reine	
Cl. Jules Margottin				
Mosses, No. 1	<i>Sapling</i>	\$ 1 00	\$ 9 00	\$80 00
Comtesse de Murinais	Princess Adelaide			
Miscellaneous, No. 1	Henry Martin			
Gem of the Prairies	<i>Satan</i>	\$. 75	\$ 5 00	\$40 00
Baltimore Belle	Queen of the Prairies		Seven Sisters	
Madame Plantier				

GRAPE VINES.

These vines are grown for us by one of the most successful growers of Grape Vines at Fredonia, N. Y. We guarantee them equal to the very best produced in quality and grade.

LEADING VARIETIES.

	First Class, one year.		First Class, two year.	
	Per 100	Per 1000	Per 100	Per 1000
Agawam (Rog. 15)	\$ 1 80	\$ 16 00	\$ 2 80	\$ 25 00
Brighton	2 80	25 00	4 50	40 00
Campbell's Early	28 00	250 00	40 00	375 00
Concord	1 40	12 00	2 20	20 00
Delaware	2 80	25 00	4 50	40 00
Early Ohio	5 50	50 00	11 00	100 00
Empire State	2 50	22 00	3 50	33 00
Early Victor	2 50	25 00	4 50	40 00
Göthe (Rog. 1)	7 50	70 00	11 00	100 00
Green Mountain	16 00	150 00	25 00	225 00
Ives	1 70	15 00	2 50	22 00
Lady	3 80	35 00	5 50	50 00
Martha	2 20	20 00	3 30	30 00
Lady Washington	7 50	70 00	11 00	100 00
Lindley	1 70	15 00	2 50	22 00
Lutie	3 30	30 00	5 50	50 00
Massasoit	2 50	22 00	3 80	35 00
Merrimac	3 30	30 00	5 00	45 00
Moore's Diamond	2 50	22 00	5 00	45 00
Moore's Early	2 20	20 00	3 80	35 00
Niagara	1 70	15 00	3 00	27 00
Norton's	6 50	60 00	10 00	90 00
Perkins	4 50	40 00	6 50	60 00
Pocklington	1 40	12 00	2 20	20 00
Salem	2 20	20 00	3 30	30 00
Wilder (Rog. 4)	2 50	22 00	3 80	35 00
Woodruff Red	5 00	45 00	6 50	60 00
Worden	1 60	14 00	2 50	22 00

No. 2 one-year vines, two-thirds the price of No. 1 one year. (Marble)

Two-year No. 1 $\frac{1}{2}$ vines, of most kinds, one-half between price of two-year No. 1 and one-year No. 1. (Madame) Grape Vines f. o. b. at Fredonia, N. Y.

TRADE DISCOUNTS ON GRAPE VINES.—\$3.00 to \$8.00 worth at 100 rates, \$8.00 to \$15.00 worth at 1000 rates. \$15.00 to \$40.00 worth at 10 per cent. discount from 1000 rates. Over \$40.00 worth, send list for special prices.

THE HUNTSVILLE WHOLESALE NURSERIES PRICE LIST.

Terms and Conditions Governing Quotations in the Price List of the Huntsville Wholesale Nurseries.

RATES.—As we send this list to the trade only, we make the difference in prices between the 10, 100 and 1000 rates very slight—simply sufficient, as a rule, to cover the difference in the expense of handling in the smaller numbers. We uniformly tie in bunches of 10, when consistent with the order, and we suggest to our customers to make their orders for varieties in multiples of 10 as far as practicable. Orders for 50 and not over 300 trees, if for not less than 10 of a variety, will be charged at the rate per hundred. Orders requiring 300 trees or more, and not less than 10 of a variety, will be filled at the lowest quoted prices. Orders for less than 10 trees of one variety, will be charged at the rate per ten.

SEASON.—Our packing and shipping season begins by the 20th of September, and continues until about the first of March.

We have great advantages to offer here in early shipments for the North in Spring. We do not accept orders for trees we do not grow, as we never buy trees to sell again. You can depend upon us for fresh dug trees. Each order is taken up separately, and not until it is wanted for shipment.

SHIPPING DIRECTIONS.—We respectfully beg our patrons to furnish us with explicit *directions as to shipping*, and the mode of conveyance by which they desire trees forwarded. When no particular directions are given, we forward according to the best of our judgment. *But in no case do we assume any responsibility as to safe delivery and condition of Trees and Plants after a proper shipment by us.*

RELEASE.—When prepayment of freight is not required, we will Release and Guarantee, and take forwarder's receipt and mail to consignee. It is left to the option of the shipper of trees over some railroads, whether he will release them or not under the clause "Value less than \$5.00 per 100 lbs." If released under this clause, the freight is less on roads governed by this classification, and we will assume it to be proper to make this release, without reference to the value of the trees, unless instructed to the contrary. This clause does not apply upon roads under some of the district classifications, and because of this confusion we will not be held responsible for any oversight to release, unless instructed by our customers. Claims for delay or loss must be made to the forwarders.

PACKAGES.—The cost of package must be added to the prices quoted in this list, as follows:

Boxes 30 inches square, from 7½ to 9 feet long, as the trees may require, each \$2.50; boxes 24 inches, \$2.00; boxes 18 inches, \$1.50; bales from 25c. to 75c. each.

PACKING.—Goods will be packed in moss, and especial care taken to insure their arrival in the best condition.

ASSORTMENTS.—We do not require customers to take an assortment they do not wish, but will sell one variety alone if desired. If any substitution can be allowed, either in grade or variety, it should be so stated when making the order. As a rule we do not substitute without permission.

CAUTION.—We accept all orders upon the condition that they shall be void, should any injury befall the trees from frost, hail, storm, fire, or other causes over which we have no control.

TERMS.—Cash. When desired, we will allow 30 to 60 days from date of shipment to responsible,

prompt-paying customers. Parties with whom we have had no business transactions, will save time by sending reference, with order. We wish it expressly understood that payment is expected from the first collections made, and the time named is only intended as so many days of grace in which to make returns. To northern customers, who wish to lay in stock for Spring trade, we will ship late in Fall or early in Spring, and allow time for payment till May 15th. If shipment is required in the Fall for Spring use, a note is to be given upon receipt of the trees. We do not allow any discount for cash, but we make our prices low to command cash, or prompt returns. In orders when the time is not mentioned, 30 days is to be understood. Interest at the rate of 3 per cent. per annum must be paid on over due accounts. Should prices be changed, either higher or lower, during the season, the prices ruling at the time the order is made, are expected to stand.

FORMS OF PAYMENT.—All bills are payable at the office of the seller, and remittances should be made by drafts on New York, Chicago or St. Louis, or by money orders on some Express Company, or by postal orders. We will, however, accept checks from those of our customers who may be located at places having no banking, express or postal facilities, provided they make them in every case payable "with exchange", or add ¼ of one cent, to the amount of the bill for the cost of collection.

GRADES.—We grade very carefully, in some cases by caliper, in others by height. When graded by both caliper and height, the caliper must govern, as the height then named is only to be considered approximately. When graded by height or caliper, we include the lower number and exclude the higher. Instance: in a grade of 4 to 5 feet trees, the 4 feet trees are included, but not the 5 feet trees. If 5 feet trees are wanted, the 5 to 6 feet grade must be ordered.

GUARANTEE OF GENUINENESS.—While we exercise the greatest diligence and care to have all our Trees, etc., true to label, and hold ourselves in readiness, on proper proof, to replace all trees, etc., that may prove untrue to label, free of charge, or refund the amount paid, it is mutually understood and agreed to, between the purchaser and ourselves, that our guarantee of genuineness shall in no case make us liable for any sum greater than that originally received for said trees, etc., that shall prove untrue.

ACCEPTANCE.—Notice should be sent us by telegraph, at our expense, if there is any cause of complaint, or should the trees be refused, stating reasons. Claims for deduction, from whatever cause, will receive consideration only when made promptly upon the receipt of the trees. If trees show any signs of shrivelling upon arrival, they can usually be restored by being thoroughly watered and buried entirely under the ground for two or three days. Should there be any frost in the trees upon arrival, they should not be removed from the box until the frost is all out. The box should be placed in the cellar or protected in some other way. The presence of frost in the boxes is not to be considered an evidence of bad condition, as we pack to secure the trees against damage, if the frost is allowed to come out in the natural way. Goods will be considered accepted if removed from the boxes in which they are packed, without notice of complaint to us and without our orders for their disposition.

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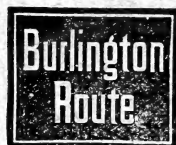
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